

# Dryland Organic Agriculture in the PNW: Meeting Opportunities and Challenges

*A special symposium of the 2011 Tilth Producers of Washington Conference*

## Buyers, Marketers and Processors of PNW Dryland Organic Crops

Below are some companies who are interested in purchasing organic crops produced in the PNW. Inclusion on this list does not imply endorsement by WSU.

### *Artesian Acres (Fort Qu'Appelle, Saskatchewan)*

Contact: Aaron Delorme, Buyer

306-332-6818, [ag.stuff@hotmail.com](mailto:ag.stuff@hotmail.com)

Brian Smilie, CEO

306-332-6818, [artesian@sasktel.net](mailto:artesian@sasktel.net)

Crops Sought: wheat, kamut

Artesian Acres buys and sells organic grain including CPS white wheat, hard red spring wheat, soft white wheat, and kamut which is then marketed to the food processing industry.

### *Azure Standard (Dufur, OR)*

Contact: David Stelzer, CEO

541-467-2213 x12, [david@azurestandard.com](mailto:david@azurestandard.com)

Crops Sought: oats, peas, lentils and garbanzos

Azure Standard is a bulk organic foods company that specializes in natural, organic, earth friendly foods and products. We deliver directly to customers, buying clubs and retailers by semi-truck and UPS.

### *Central Milling (Logan, UT)*

Lyle Perry, Vice President

435-458-2249, [wheatlandqc@centralmilling.com](mailto:wheatlandqc@centralmilling.com)

Nick Wilson, Operations Manager, Wheatland Milling

435-458-2249 (organic seeds)

Keith Guisto

866-979-2253 (organic wheat)

Evan Perry

435-258-2425 (organic wheat)

Crops Sought: spring & winter wheat, grains

We are an organic flour mill using organic hard red wheat as well as organic hard and soft white wheat. We also use other organic grains such as barley, corn, flax, rye, triticale, spelt, and many more. We specialize in artisan flour, high-protein whole wheat flour, cracked grain and seed mixes.

### ***CROPP Cooperative/Organic Valley (La Farge, WI)***

Luke Zigovits, Organic Feed Program (OFP) Manager

608-625-3578, [luke.zigovits@organicvalley.coop](mailto:luke.zigovits@organicvalley.coop)

Bryan Parr (OFP: organic feed grains)

608-625-3120, [bryan.parr@organicvalley.coop](mailto:bryan.parr@organicvalley.coop)

Dustin Byl, (OFP: organic hay & straw)

608-625-3546, [dustin.byl@organicvalley.coop](mailto:dustin.byl@organicvalley.coop)

Crops Sought: organic barley, corn, soybeans, oats, peas, lentils, flax, mixed grains, hay and straw (trucks and railcars)

CROPP Cooperative is America's largest cooperative of organic farmers distributing our products under the Organic Valley and Organic Valley Brands. Organized in 1988, we represent 1630 farmers in 32 states and 3 Canadian provinces and achieved \$630 million in 2010 sales. Focused on our founding mission of saving family farms through organic farming, our cooperative produces a variety of organic foods, including organic milk, soy, cheese, butter, spreads, creams, eggs, produce, juice, feed grains and forage. Our Organic Feed Program offers a market opportunity for organic crop growers through spot market sales, production contracts and 3 year grower contracts. The Organic Feed Program acts as a buyer and marketer of organic grains, and assists with logistics and delivery of product. We are currently looking for organic growers to join our cooperative.

### ***Grain Millers, Inc (Eugene, OR)***

Perry Anderson, Purchaser

541-341-6465, [perry.anderson@grainmillers.com](mailto:perry.anderson@grainmillers.com)

Crops Sought: soft white wheat, barley, oats (food & feed)

For more than 20 years Grain Millers has been a leading manufacturer of conventional and organic whole grain ingredients used in cereals, breads, bars and many other products served around the world. These grains include oats, wheat, barley and rye, which we mill into flours, flakes, brans and fibers. On-site blending and packaging facilities provide a retail-ready product for distribution direct to store shelves.

### ***Hinrichs Trading Company (Pullman, WA)***

Max Hinrichs, VP Sales

253-514-8260, [max@hinrichstrading.com](mailto:max@hinrichstrading.com)

Crops Sought: chickpeas

Hinrichs Trading Company is a processor and packer of organic chickpeas and chickpea split for the domestic and export markets. We are a member of and certified by the CCOF.

### ***Pacific Foods of Oregon (Tualatin, OR)***

Jim Patton, Purchasing Manager

503-692-9666, [jim@pacificfoods.com](mailto:jim@pacificfoods.com)

Crops Sought: organic black beans, red lentils, green lentils

Pacific Foods is an aseptic soup and beverage manufacturing company in the Portland, OR area. We use cleaned, super sack quantities of the beans & lentils.

### ***Scratch and Peck Feeds (Bellingham, WA)***

Diana Ambauen-Meade, Owner

360-318-7585, [info@scratchandpeck.com](mailto:info@scratchandpeck.com)

Crops Sought: feed grains, wheat, barley, triticale, peas, alfalfa, camelina

We are a small feed mill producing organic, non-GMO animal feed with a goal to source our grains from Washington as much as possible.

### ***Terra Preta Sales (Seattle, WA)***

Rob Salvino, owner

206-257-9884, [rob@terrapretasales.com](mailto:rob@terrapretasales.com)

Crops Sought: grains and legumes

Terra Preta Sales specializes in selling local foods destined for local markets. We currently provide sales and marketing services for a select few local and sustainable brands. We've been doing this for more than three years and have worked with numerous exciting local companies.

Terra Preta Sales is seeking to expand beyond our brokerage business and introduce our own product lines that are sold under our own label. We're looking to introduce products ranging from bulk organic grains and legumes to processed and packaged grocery items. Some of the ingredients we're looking for include organic oats, beans, peas, and wheat.

### ***Westaqua Commodity Group Ltd. (Vancouver, BC)***

Tristan Gill, Commodity Trader

866-988-3833, [tag@westaqua.com](mailto:tag@westaqua.com)

Tyler Chueden, Commodity Trader

866-988-3833, [tkc@westaqua.com](mailto:tkc@westaqua.com)

Crops Sought: feed grains, wheat, barley, corn, triticale, peas, lentils

Westaqua is a Vancouver-based feed commodity trading company. We work extensively with organic feed grain in the Canadian and US markets and are always looking to connect with new producers and buyers.

Licensed and bonded by the Canadian Grain Commission, we have an excellent history of on time pickups and deliveries and prompt payment to producers.